

Category 1 - Microcomputers and Associated Peripherals with Services				
Illustration of Percentage Applications: If the MSRP for a unit is \$1,000.00 and the applicable percentage is 80.00%, the net price is \$800.00 (\$1,000.00 x .80)				
Contractor: <b>GTSI Corp</b>				
Manufacturer: <b>Hewlett Packard</b>	DESKTOP	LAPTOP	SERVER	PERIPHERAL
<b>State % of MSRP</b>	75.60%	85.00%	78.00%	80.00%
Installation Service per Desktop	4.00%	1.25%	1.25%	1.20%
Stand Alone Upgrade to 24x7, 1 year Manufacturer Warranty per Unit	5.00%	6.00%	4.00%	5.00%
Stand Alone Post Warranty Maintenance (PWM), Normal State Hours per Unit				
1st Year PWM	1.00%	3.00%	0.00%	0.50%
2nd Year PWM	1.00%	3.00%	0.00%	0.90%
3rd Year PWM	7.00%	6.00%	6.00%	10.10%
Stand Alone Post Warranty Maintenance (PWM), 24 x 7 per Unit				
1st Year PWM	5.75%	3.75%	5.00%	0.63%
2nd Year PWM	6.61%	3.75%	5.75%	1.13%
3rd Year PWM	7.60%	7.50%	6.61%	12.63%
<b>Education % of MSRP</b>	71.60%	81.00%	70.00%	78.00%
Installation Service per Desktop	4.00%	1.25%	1.25%	1.20%
Stand Alone Upgrade to 24x7, 1 year Manufacturer Warranty per Unit	5.00%	6.00%	4.00%	5.00%
Stand Alone Post Warranty Maintenance (PWM), Normal State Hours per Unit				
1st Year PWM	1.00%	3.00%	0.00%	0.50%
2nd Year PWM	1.00%	3.00%	0.00%	0.90%
3rd Year PWM	7.00%	6.00%	6.00%	10.10%
Stand Alone Post Warranty Maintenance (PWM), 24 x 7 per Unit				
1st Year PWM	5.75%	3.75%	6.00%	0.63%
2nd Year PWM	6.61%	3.75%	5.75%	1.13%
3rd Year PWM	7.60%	7.50%	6.61%	12.63%